

## Message Text

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43

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 AF-06 /026 W  
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O R 031759Z EAR 76

FM AMEMBASSY LONDON

TO AMEMBASSY MONROVIA IMMEDIATE

INFO SECSTATE WASHDC 9524

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AMEMBASSY BRUSSELS

C O N F I D E N T I A L LONDON 03385

E.O. 11652: GDS

TAGS: BBAK, EAIR, UK, LI, US

SUBJECT: INFORMATION ON BRITTEN-NORMAN LTD.

REF: MONROVIA 1558 NOTAL

1. BRITTEN-NORMAN (BEMBRIDGE) LTD. IS A SMALL AIRCRAFT COMPANY EMPLOYING ABOUT 250. SINCE 1972 WHEN ORIGINAL COMPANY, BRITTEN NORMAN LTD. WENT BANKRUPT IT HAS BEEN WHOLLY-OWNED SUBSIDIARY OF BELGIAN-BASED COMPANY, FAIREY S.A., AND IS CONTROLLED THROUGH HOLDING COMPANY FAIREY BRITTEN-NORMAN LTD.
2. BN PRODUCES AND SELLS ISLANDER/TRISLANDER RANGE OF AIRCRAFT. TOTAL ORDERS FOR THESE AIRCRAFT NUMBER AROUND 500 AND SALES HAVE TAKEN PLACE IN NEARLY 70 COUNTRIES. LARGEST NUMBER OF SALES HAS BEEN IN U.S. WHERE COMPANY'S DISTRIBUTOR IQ JONAS AIRCRAFT CORP.
3. BN NO LONGER MANUFACTURES AIRFRAMES THAT IT SELLS. AIRFRAMES ARE BUILT IN ROMANIA AND BELGIUM. BARE HULLS ARE THEN FLOWN TO BEMBRIDGE WHERE THEY ARE PAINTED AND WHERE EQUIPMENT AND OTHER FURNISHINGS INSTALLED TO CUSTOMER REQUIREMENTS. AIRCRAFT ARE DELIVERED FROM BEMBRIDGE WITH BRITISH CERTIFICATE OF AIRWORTHINESS.
4. INFORMED TRADE SOURCE CONSIDERS BN TRUSTWORTHY FOR

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ITS NORMAL, AT TIMES HIGH, BUSINESS DEALINGS.

5. COMMENT: /WE KNOW OF NO NEGATIVE INFORMATION WHICH  
MIGHT BE USED TO COUNTER SALES EFFORT OF BN IN LIBERIA.  
HOWEVER, EMBASSY MAY BE ABLE TO USE TO SOME EFFECT FACT  
THAT COMPANY WENT INTO RECEIVERSHIP IN 1972 AND FACT  
THAT AT LEAST SOME OF ITS AIRCRAFT ARE BUILT BEHIND  
IRON CURTAIN. SPIERS

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NNN

\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* CONFIDENTIAL

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